

1. Description Independent Board Director, Advisor and P&L Head.

2. Short description Board-Level executive with 35 years of experience across multiple industries having handled a P&L of USD 300 Million budget per annum. Certified Independent Director from Ministry of Corporate Affairs.

3. Full Description Rare combi of Five Blends **1** Experience Blend: 13 yrs in Startups, 5 in MNC, 16 in Govt. **2** Industries Blend: Served in ESG Rating (SEBI Regulated), Electronics, Sustainability Bonds (SEBI regulated), Telecom, Regulatory (SEBI, TRAI, TEC), IT, Defence **3** Governance: Certified Independent Director **4** Functional Blend: Led all Functions from P&L Head down to support Functions like Admin, HR & Legal **5** Led 400+ from different cultural, educational and religious backgrounds

4. Professional Summary

a. Current Roles

- a. **Independent Board Director in Switzerland** based Company: Part-Time.
- b. **Advisor to Directors of AI enabled Sustainability Automation SaaS Software:** Part-Time.
- c. **Board Director in SEBI Accredited** ESG Rating Provider & Independent Assessment of Social / Sustainability Bonds: Self Employed.
- d. Advisory & Consulting services GHG/ Carbon Footprint Assessment, ESG & Materiality Assessment, ESG Reporting, Sustainability Roadmap, BRSR Reporting, LCA (Life Cycle Assessment), PCF, Carbon/ Plastic Credits & more.
- b. Startup Founder: Technology Matchmaker Platform - Sole Free Marketplace for Software Development in 10 Technologies - AI/ML, Apps, IoT, AR, VR, Blockchain, Cloud, Robotics, Game, FinTech, Big Data Analytics & Science.
- c. VP & Head Business Operations in a JV of Airtel & Vodafone
- d. **P&L Head** (Business Unit Head) handling USD 300 Million budget per annum in **Reliance Jio**
- e. **COO & CTO** in National Internet Service Provider.
- f. Head Sales, Presales & Support in USA OEM of Telecom Software products.
- g. **Head Hunter Sales** & Presales in USA MNC into Satellite Communication products.
- h. Indian Army Lt. Col. (pre-mature retirement) responsible for Operations & Projects in Telecom & IT handling Manpower & equipment planning & operations in diverse, difficult terrain and hostile conditions.

5. Key Achievements

- o Growth & Management Gave 2.4X Growth to Company within one year as COO & increased presence from 4 to 42+ cities.
- o Massive Project Led Network Roll-out pan-India to give Jio a competitive boost (largest pan-India presence)
- o Beat Competitors from Developed Nations Selected as an independent Consultant (Techno-Commercial) by Vodafone in Europe, being an Indian
- o Leadership Led a workforce of 100+ people from different Functions in a Start-Up Organization as COO & CTO
- o Sales Accolades
 - o Got first Global test-bed for product-line of a Start-Up company, on a live Consumer network
 - o One Team Member won Ace Award for being adjudged BEST in Top 5 of the Year

- Won the Largest deal of the Year
- Won the Largest Recurring Service deal for the Company
- Outstanding Contribution to Sales

6. Areas of Specialization

Board Director, Government Regulatory Affairs, P&L, Revenue Management, Sales Operations, Pricing, Deal structuring, Contracts, Negotiations, Consultative Sales, Presales/ Solution designing, RFP/ Bid Management, Marketing, Product Development, Operations, Projects, Technology Roadmap.

7. Education & Qualifications

1. **Board Governance:** Certified Independent Director from Ministry of Corporate Affairs
2. **MDI, Gurgaon, India** (*amongst Top 5 'B' Schools of India*): MBA – 2006 | Full-Time Residential PG Management (Marketing & Operations)
3. **Gold Medalist - B. Tech** (Electronics & Telecom): JNU, Delhi – 1997 | CGPA: **8.93 out of 9**. Seven+ other medals & Trophies.
4. **M.Sc.** International Relations & Strategic Studies. Madras University. 2003.
5. **Certifications:** ESG, Carbon Footprint, Waste Management, Electronic Warfare.